

# MISSOURI **WORKS**

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**Report to the General Assembly**

Fiscal Year 2023

July 1, 2022 -September 30, 2022



Missouri Department of  
**Economic Development**

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# MISSOURI WORKS

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## Expanding Business and Creating Jobs

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (see: **Missouri Works Summary**).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with the Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo., DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department’s response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**)

# MISSOURI WORKS SUMMARY JULY 1, 2022 – SEPTEMBER 30, 2022

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>ZONE WORKS</b>	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for existing MO Business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
<b>RURAL WORKS</b>	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	None	Project facility must be located in a "rural" county, which would not include Boone, Buchanan, Clay, Greene, Jackson, Platte, St. Charles, and St. Louis City and County.
<b>STATEWIDE WORKS</b>	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 years for an existing MO Business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 120 WORKS</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
<b>MEGA 140 WORKS</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll).	
<b>RETENTION WORKS</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
<b>DEAL CLOSING FUND</b>	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
<b>RETENTION WORKS-AUTO MANUFACTURING (DISCRETIONARY)</b>	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
<b>QUALIFIED MILITARY PROJECTS</b>	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the US Department of Defense.



## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CREDITS AUTHORIZED FROM 07/01/2022 TO 09/30/2022**

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
REFRESCO BEVERAGES US, INC.	Discretionary		\$66,160.00	\$264,641.00	30	\$22,000,000.00	2.35	\$332.37
			<b>\$66,160.00</b>	<b>\$264,641.00</b>	<b>30</b>	<b>\$22,000,000.00</b>	<b>Avg: 2.35</b>	<b>\$332.37</b>
Missouri Works - Rural Works								
THERMAL ENGINEERING INTERNATIONAL	Statutory		\$0.00	\$781,858.00	59	\$4,420,000.00	0	\$0.00
<b>Total Rural Works</b>			<b>\$0.00</b>	<b>\$781,858.00</b>	<b>59</b>	<b>\$4,420,000.00</b>	<b>Avg: 0.00</b>	
Missouri Works - Statewide Works								
ALTASCIENCES PRECLINICAL COLUMBIA, LLC	Discretionary		\$885,449.00	\$1,989,386.00	209	\$60,000,000.00	2.99	154.62
HEDY & HOPP, LLC FKA ANVIL ANALYTICS	Statutory		\$0.00	\$137,488.00	10	\$0.00	0	0.00
HOFFMANN BROTHERS HEATING & AIR CONDITIONING INC	Discretionary		\$1,047,074.00	\$3,356,509.00	300	\$5,900,000.00	3.21	129.73
RAPID RESPONSE, INC.	Statutory		\$0.00	\$113,702.00	10	\$0.00	0	0.00
VERDE RENEWABLES, INC.	Statutory		\$0.00	\$204,938.00	32	\$5,650,000.00	0	0.00
<b>Total Statewide Works</b>			<b>\$1,932,523.00</b>	<b>\$5,802,023.00</b>	<b>561</b>	<b>\$71,550,000.00</b>	<b>Avg: 3.10</b>	<b>\$284.35</b>
Missouri Works - Zone Works								
CATALENT CTS (KANSAS CITY), LLC	Statutory		\$0.00	\$854,593.00	100	\$200,000.00	0	\$0.00
PIVOT BIO INC.	Statutory		\$0.00	\$319,364.00	41	\$21,202,196.00	0	\$0.00
TOTAL QUALITY LOGISTICS, LLC	Statutory		\$0.00	\$496,687.00	85	\$370,000.00	0	\$0.00
<b>Total Zone Works</b>			<b>\$0.00</b>	<b>\$1,670,644.00</b>	<b>226</b>	<b>\$21,772,196.00</b>	<b>Avg: 0.00</b>	
<b>Total Ending 07/01/2022-09/30/2022</b>			<b>\$1,165,159.00</b>	<b>\$5,696,603.00</b>	<b>544</b>	<b>\$113,192,196.00</b>	<b>Avg: 3.29</b>	<b>\$627.61</b>

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL DENIED FROM 07/01/2021 TO 09/30/2022**

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value- Added/GSP in \$
			\$0.00	\$0.00	0	\$0.00	Avg:	

## MISSOURI WORKS FOR LEGISLATORS

**TOTAL CLOSED FROM 07/01/2022 TO 09/30/2022**

Company Name/Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value- Added/GSP in \$
Missouri Works - Mega 120 Works								
SIMMONS PET FOOD, INC.			\$0.00	\$0.00	0	\$0.00		
<b>Total Mega 120 Works</b>					<b>0</b>		<b>Avg: 0.00</b>	
Missouri Works - Statewide Works								
ORANGE EV, LLC.	Statutory		\$1,552,543.00	\$0.00	161	\$24,866,563.00		
<b>Total Statewide Works</b>			<b>\$1,552,543.00</b>	<b>\$0.00</b>	<b>161</b>	<b>\$24,866,563.00</b>	<b>Avg: 0.00</b>	
<b>Total Ending 07/01/2022-09/30/2022</b>			<b>\$1,552,543.00</b>	<b>\$0.00</b>	<b>161</b>	<b>\$24,866,563.00</b>	<b>Avg:</b>	

# PROPOSAL ASSIGNMENT TRACKING

JULY 1, 2022 – SEPTEMBER 30, 2022

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
QTR 1			
2206001	5	15	0
2207002	4	8	3
2207004	8	3	5
2207007	6	9	4
2207007	6	9	4
2207008	14	6	1
2207009	2	3	0
2207010	3	8	2
2207012	2	6	0
2207018	21	3	24
2208001	3	8	0
2208002	3	7	3
2208003	20	13	34
2208004	3	7	2
2208005	15	8	0
2208007	7	5	5
2208010	12	8	2
2208012	4	15	0
2209001	4	7	0
2209005	4	6	2
2209009	2	6	1
Average Response Time in Days			4.38